

partners in barter trade arrangements, be commissioned by DEA. Since a number of Finnish companies interviewed by PHL have experience with barter trade, PHL further recommends that DEA ask the former Finnish Consul-General in Toronto, Mr. Erkki Sirkkola, to participate in the preparation of the manual. Mr. Sirkkola is now vice-president of a Finnish environmental technology company in Helsinki. Although his former position may be a cause of some sensitivity to DEA, Mr. Sirkkola knows the Finnish environmental technology and service sector well, and was very helpful to PHL in organizing meetings with senior representatives of that industry during our visit to Helsinki in September.

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- If the selection of Mr. Sirkkola to complete this work is not possible, PHL recommends as an alternative that EEE/DEA contact the Canadian Wheat Board concerning its recent experience in bartering wheat for timber and cotton with Russia, using the services of a third party that handles the commodities and pays cash to the Board.

In a March 20 report in the Globe and Mail, Board spokesperson Brian Stacey noted that barter deals had already been signed with Russia and Uzbekistan, and that grain shipments would be made as a result this spring. In the same article, another Board spokesperson, Bob Roehle, was quoted as saying that "There were deals done on the basis of barter, and they involved third parties who took the goods and then traded them into cash." Although the barter trade agent's identity is not disclosed in the article, the Board may be prepared to disclose the agent's identity to EEE/DEA, and to recommend that the agent be retained to prepare the manual.

- PHL further recommends that once completed, the manual be provided to the Canadian Embassy in Moscow and (through EEE/DEA, ISTC and Investment Canada), to Canadian environmental technology and service companies who wish to keep informed about the Russian market. Some of these companies are identified in Appendix G to this report.